



O U R F I R S T Y E A R O F A C H I E V E M E N T



A N N U A L R E P O R T

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The logo for IP Wales is a blue rounded rectangle with a thin white border. Inside, the text 'IP' is in a large, bold, white sans-serif font, and 'Wales.' is in a smaller, white sans-serif font below it. The background of the entire page is a vibrant blue with abstract, overlapping circular and linear patterns, and a rainbow-colored horizontal band at the top left.

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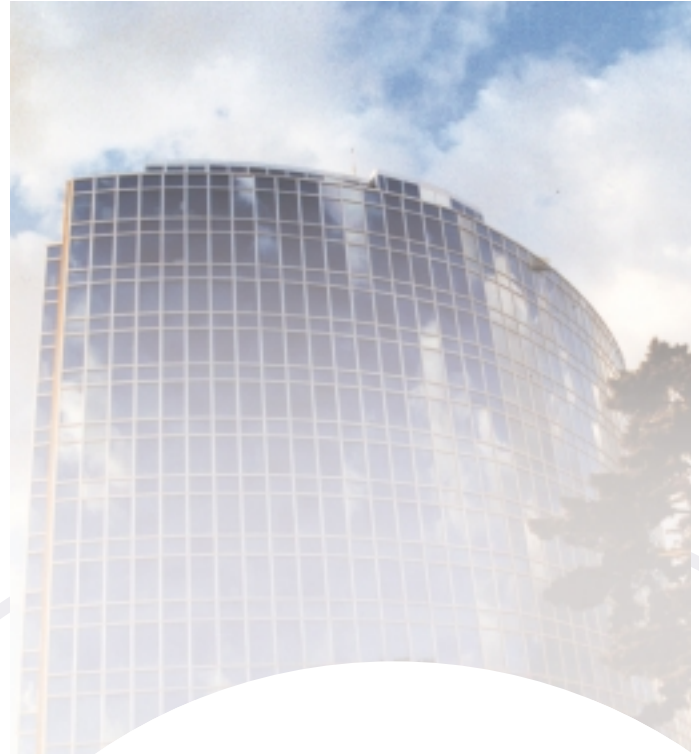


## A N N U A L   R E P O R T

By any objective measurement the Intellectual Property Wales® Business Support Initiative can lay claim to being an outstanding success. Within its first year of full operation it is already recognised by the World Intellectual Property Organisation as an example of best practice in business support (the only Initiative from within the UK), it is recognised by the European Patent Office as a PATLIB Centre for Wales and is actively supported by the UK Patent Office (both in terms of training for IP Wales® staff and the full time secondment of senior staff to our Initiative).

**“IP Wales® is an example  
of best practice”**

World Intellectual Property  
Organisation, Geneva



## A N N U A L R E P O R T

## Our Chairman

Chairman – Lord Griffiths

(Vice Chairman Goldman Sachs International).

I became aware of the value of IP to SMEs and the need to help them protect their intellectual property assets after launching the Swansea Pilot Project a number of years ago.

While the Welsh economy has done well in adjusting to the momentous changes of the 1980's, it has regrettably not succeeded in solving its serious long-term problems, which still haunt it in the knowledge driven economy of the new century. Prosperity in Wales (measured by GDP per capita) is nearly 20% below the UK average and has been for some time. Investment in Research and Development is only a third of the UK rate. The growth rate of new business is at least 30% behind the UK and the corresponding failure rate of companies in the 1990's was greater than anywhere else in the UK.

By any standards this is a grim picture. Business as usual is not an option for Wales, rather a recipe for continued decline. The rest of the World is changing at an extraordinary pace, so that even to keep up, it will be necessary that much more is done than has ever been done in the past. In it's corporate plan 'A New Economy for Wales', the Welsh Development Agency noted that, 'neither governments nor development agencies generate economic prosperity – only businesses can do that'.

This is why I have been so delighted with the success of the IP Wales® Initiative. The achievements documented in this Annual Report are a reflection of the successes of the firms IP Wales® serves so professionally. Entrepreneurs have traditionally had a low standing in Welsh society. Yet they are the locomotives to drive our economic growth. Their new ideas will be the source of new business and new jobs for Wales, which is why we need Initiatives like IP Wales® to help protect their ideas. Much has been delivered by this ground breaking Initiative in it's inaugural year and much more can be expected from it in the future.



## A N N U A L R E P O R T



### Our Deputy Chairman

Deputy Chairman – Andrew Davies AM  
(Minister for Economic Development & Transport,  
Welsh Assembly Government).

I was made aware of our need in Wales for this Business Support Initiative when judging the Finals of the 'One2One' Business Awards in 2000. Proper use of intellectual property assets is essential in order to create the Dragon Economy, a value-added, knowledge-based economy for Wales and the winning of the Award by the Swansea Pilot Project set the foundations for IP Wales®.

One problem that we have had in the past in Wales has been our failure to exploit the intellectual property of individuals, universities and companies. While still early days, support mechanisms already exist for universities under the Knowledge Exploitation Fund (KEF) and for lone inventors under the Wales Innovators Network (WIN). IP Wales® has proved to be great news for the companies of Wales. Working in partnership with the Innovation Technology Counsellor (ITC) service it has been specifically designed to help small and medium-sized enterprises protect and commercially exploit their intellectual property rights.

IP Wales® is a web site driven Initiative which, as eMinister with responsibility for e-commerce, means this is a project close to my heart. It is part of our 'Team Wales' approach to supporting innovation and R&D and has an extremely important role to play in the delivery of the Welsh Assembly Government's Action Plan for Innovation, 'Wales for Innovation'. I am delighted to have maintained a close personal connection with the project and look forward to its continuing contribution in the creation of the 'Dragon Economy'.



## ANNUAL REPORT

### Other Members of our Steering Group Board

Andrew Beale (Director, IP Wales®).

Dr. Virginia Chambers (Director of Technology & Innovation, WDA).

Prof. Marc Clement (Professor of Innovation, UWS).

Prof. Iwan Davies (Head of Law, UWS).

Dr. Steve Davies (Director, Technium® Initiative).

Charlotte Edwin (Director, Scafftag Limited).

Richard Hale (Director, Seminar Components UK Limited).

Richard Howe (Senior Patent Examiner, UK Patent Office)

Pat Jones (Director, Knowledge Exploitation Fund).

Peter Lawrence (Director of Intellectual Property & Innovation, UK Patent Office).

Colin Mitten (Chief Executive, Finance Wales).

Dr. John Rees (Director, Clinical Diagnostic Chemicals Limited).

Dafydd Wigley (ex Party Leader, Plaid Cymru).

Gary Williams (Deputy Director, IP Wales®).

Barry Wise (Director, Aber Instruments Limited).



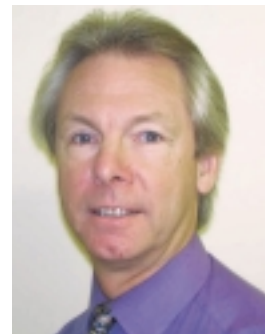
Andrew Beale



Virginia Chambers



Charlotte Edwin



Richard Hale



Colin Mitten



John Rees

Our vision is to see Welsh small/medium enterprises (SMEs) sustain the growth of their business through the commercial use of IP assets.

IP Wales® is a unique business advice and grant support Initiative with a threefold mission:

- Raising the levels of awareness and understanding of IP assets amongst SMEs in Wales.

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Marc Clement



Iwan Davies



Steve Davies



Richard Howe



Pat Jones



Peter Lawrence



Dafydd Wigley



Gary Williams



Barry Wise

- Helping SMEs in Wales to protect their IP assets, by allowing the business to make informed decisions about their IP assets.

- Helping SMEs in Wales to commercialise their IP assets, by linking an IP strategy to their business plan.



## ANNUAL REPORT

### Our Members

The first task of IP Wales® was to target R&D active SMEs in Wales which have a potential for rapid growth in the knowledge based economy with the message, 'Understanding IP adds value to your business'. We have promoted three ways in which this message holds true:

- Be aware of IP – it's dangerous not to! – Whereas the SME may be ignorant of IP issues that is not to say that their competitors are.
- Saves time and money – latest research from Thomson Derwent would suggest that 70% of R&D activity in the USA is wasted effort, in that it is duplicating existing technology.
- Freedom to operate in the market place and creates a monopoly that's legal! – Few SMEs may be in a position to enforce their monopoly via litigation but they can be very appreciative of the protection IP assets afford.

Our target was to register 850 Welsh SMEs to IP Wales® (500 from the Objective One Region) by 31st December 2004. Over 1400 SMEs in Wales have now registered with IP Wales®. Approximately 70% of our members are companies, 30% of our members are companies with 11 or more employees and 60% of our members are recognised as being R&D active.





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Our Free Services

IP Audit

Instant On-Line Business Support for Welsh SMEs

Description



2004 Target



Achieved 2003

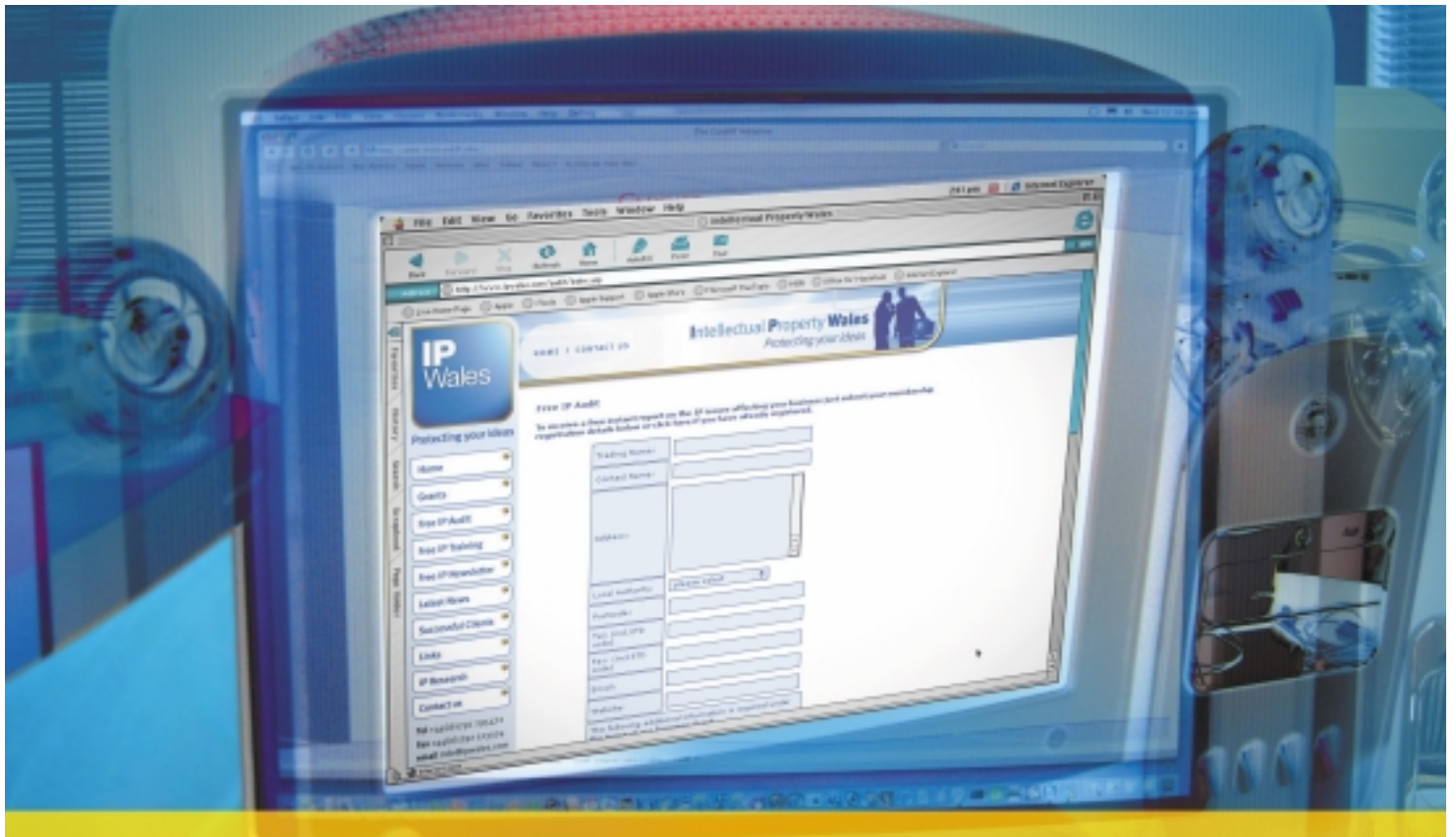
Awareness of what IP assets the business already owns, does not own and/or could own.

Awareness and understanding of protecting registered and non-registered IP assets. This on-line instant Report is the first step in our IP Wales® grant application process.

Awareness and understanding of the basic issues that need to be considered under IP licensing agreements.

425 Welsh SMEs to use our on-line IP Audit Report Service (250 from the Objective One Region).

Over 450



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Our Free Services



IP Training

Description

Achieved 2003

First PATLIB Centre for Wales

Awareness of basic IP searches for legal clearance and/or R&D purposes.

Awarded PATLIB status by the European Patent Office.

Awareness of IP commercial intelligence searches for the purpose of licensing-in and/or licensing-out IP assets.



IP Wales appoints a Librarian!

Former Swansea student takes up post at University of Wales, Swansea

Julie Allan joins the team of IP Wales staff to provide bespoke help and support in the complex field of intellectual property. She explains: "The main part of my job will be providing specialist information support to our field officers, Welsh SMEs and members of IP Wales. An example of the type of support I will provide is performing patent and trademark searches using online databases."

Director of IP Wales, Andrew Beale added: "We want to position the University of Wales, Swansea as Wales' first patent literature library as the nearest is currently in Bristol."

Julie concludes: "I'm originally from Wales, I grew up in Llantwit Major, and came to Swansea to study for my undergraduate degree. It's taking some getting used to being back here in a working role but love being back in Wales, the environment is outstanding and people really friendly. I am really looking forward to a bright exciting future here!"

To read this article in full and for all the latest news on IP Wales please log on to our website at [www.ipwales.com](http://www.ipwales.com)



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Our Free Services



IP Talks

Description

Achieved 2003

Using our specialist knowledge to help Welsh businesses grow and flourish

Presentations about IP Wales® to help businesses become aware of IP issues and our services. IP Wales® has been invited to give numerous talks to SMEs both at home (*Welsh Assembly Government, Welsh Development Agency, Wales Trade International, Opto-Electronics Forum, Medi-Wales and most recently The Institute of Welsh Affairs*) and abroad (*World Intellectual Property Organisation, European Patent Office*);

Raised awareness of intellectual property in the SME community.



One of a series of nine seminars which took place in Newtown, Wrexham, Bangor, Aberystwyth, St Asaph, Treforest, Newport and Swansea in April and May 2002, assisted by Morgan Cole Solicitors and the UK Patent Office.





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Our Free Services



IP Research

Description

Achieved 2003

IP Research Centre for Wales

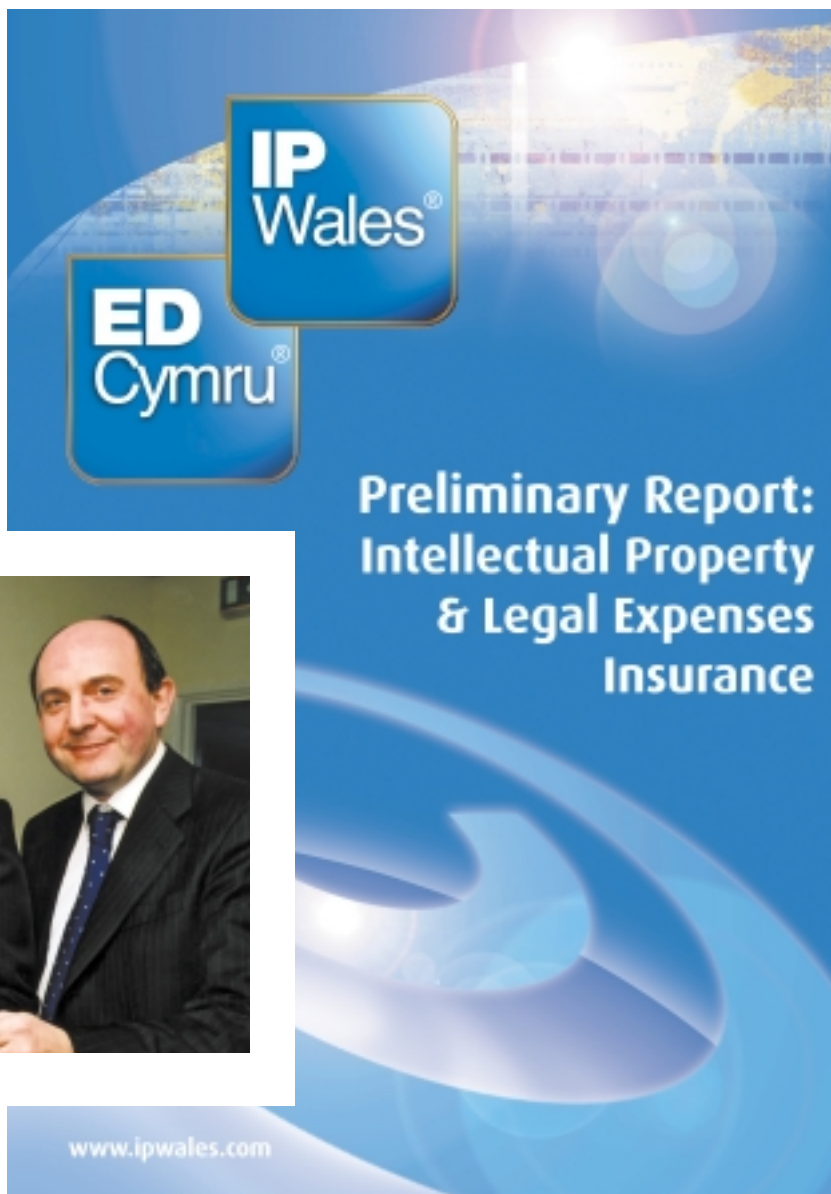
Presentations/Reports on IP issues of relevance to SMEs.

Increased understanding of the relevance and importance of IP throughout Wales.

IP Wales® has already produced its first research report on the relevance of IP Insurance to SMEs (*findings disseminated with the financial support of the UK Patent Office*).

Over 50 people came along to a seminar to find out more about IP Wales® first research document into Intellectual Property and Legal Expense Insurance.

Pictured after the seminar are the report's author, Kerry Beynon with Head of Law at the University of Wales, Swansea Professor Iwan Davies and Director of IP Wales®, Andrew Beale.



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Our Free Services

IP Newsletter/PR

Description



Achieved 2003

Promoting successful commercial use of IP assets

Promoting successful commercial use of IP assets by SMEs in Wales.

Awareness of opportunities to license-out IP assets.

Our monthly newsletter *IP Wales.com* has a readership of over 1,800. It compliments a PR Campaign which has generated newspaper coverage in The Times, The Financial Times, The Daily Telegraph, Western Mail, Daily Post.





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Our Grants

Friendly Financing

Helping Welsh Firms seek out International Markets

Description

50% reimbursement grants (+ discount contributions from recognised service providers) towards the legal costs of patenting, trade marking, industrial designs, copyright advice, database rights advice, trade secret/know-how advice and/or the legal costs of licensing-in and/or licensing-out IP assets.



2004 Target

Achieved 2003

Firms Assisted	(850)	1,393
Firms Advised on Innovation and R&D	(425)	453
Jobs Created	(166)	167
Jobs Safeguarded	(830)	561
Jobs Created in High Tech	(110)	32
Patent Applications	(100)	114
Trademark Applications	(66)	20
No. of Projects	(166)	72

(as at 16-06-03)

**Aber Instruments Ltd, who manufacture electronic equipment for the brewing and distilling industries, have expanded its IP portfolio with the help of IP Wales.**



**Barry Wiles, Managing Director of Aber Instruments, explained:** "To date, Aber Instruments has topped over 200 systems world-wide meeting the total turnover and excellence as the standard for an in-line yeast concentration measurement. Breweries and distilleries companies who use our product include Heineken Dutch, Miller Brewing, Beck's, Abtbrauerei Grolsch, Heineken and Carlsberg."

**Barry Wiles added:** "Our business is growing and we plan on expanding the company over the coming years. Additional IP protection will further strengthen the investment of the company so that, through organic growth, we can ensure secure employment and secure our business."

**Philip John, Field Officer for IP Wales, commented:** "Aber Instruments has now built up a wealth of experience with an aspect of business monitoring and we have rapidly gained recognition for our expertise in the development of instruments for biotechnology, biotechnology and brewing."

**IP Wales Field Officer David Woodroffe added:** "Aber Instruments operates in a highly specialised sector of the electronics industry where the development of new technology is happening at a very rapid pace. The company had been a first class candidate for the protection and industry of its products and it is well aware that monitoring IP can give a competitive advantage and help to create a legal monopoly, even in global markets."

**Philip John, Field Officer for IP Wales, added:** "Barry Wiles advised: 'Our business is growing and we plan on expanding the company over the coming years. Additional IP protection will further strengthen the investment of the company so that, through organic growth, we can ensure secure employment and secure our business.'"

**Philip John, Field Officer for IP Wales, added:** "Barry Wiles advised: 'Our business is growing and we plan on expanding the company over the coming years. Additional IP protection will further strengthen the investment of the company so that, through organic growth, we can ensure secure employment and secure our business.'"

**Major based utilities management company scaffolding is Ltd is one of the first SMEs in Wales to receive grants and support from IP Wales on intellectual property related projects.**

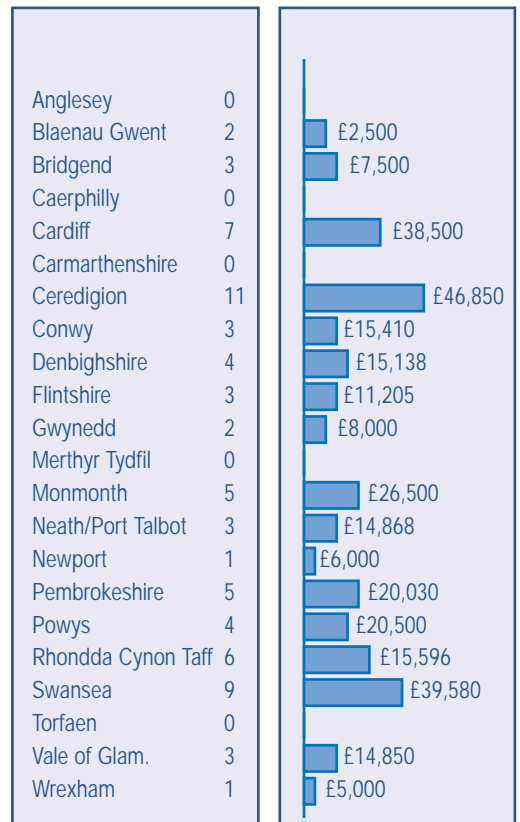


**Philip John, Field Officer for IP Wales, added:** "Scaffolding is a great example of how an already successful company can further increase its market penetration and improve R&D by fully exploiting intellectual property."

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TOTAL SME PROJECTS SUPPORTED: 72



**Specialist security consultancy Atomsix has taken steps to patent its latest innovative device that can help fight crime.**



**Robin Harwood, Managing Director of Atomsix, explains:** "How that we have managed to get our research and development into the market place and we have rapidly gained recognition for our expertise in the development of instruments for biotechnology, biotechnology and brewing."

**Philip John, Field Officer for IP Wales, commented:** "Atomsix was introduced to IP Wales by..."

**Headlight-based Telnet Ltd has received a grant from IP Wales to develop its 'Innovative product "Innocent" innovative product.**



**David Woodroffe, Field Officer for IP Wales, added:** "The success of the 'Innocent' brand in the UK has created an excellent spring board from which Telnet can create distribution of the product into mainland Europe. The protection of valuable assets such as trademarks is central to Telnet's commercial goals and consequently Telnet is just the sort of company that will benefit from IP Wales assistance."

**With support from IP Wales, Cardiff SME The Linking Dice has successfully developed its product to allow for further expansion overseas.**



**Emily Dale, Managing Director of The Linking Dice, explained:** "The Linking Dice is experiencing global demand for its new jigsaw dice which are sold in over 20 countries and are being sold in the UK and as we move into international markets, it has become increasingly important to make sure that we have the necessary IP protection in place to ensure that our product is properly protected."

**Philip John, Field Officer for IP Wales, added:** "The Linking Dice is a great example of how a small business can benefit from IP Wales support. The Linking Dice is a great example of how a small business can benefit from IP Wales support. The Linking Dice is a great example of how a small business can benefit from IP Wales support."

**Digive Ltd, a Conwy based research and development company, has received a grant from IP Wales to receive funding and professional advice from IP Wales.**



**John Duffin, Director of Digive Ltd, explained:** "I set up Digive which I was developing my own bonded patent. The business has now evolved and one of our major goals is to build on the success of our 'major goal' by up and build two patents for the production of a new product. The patent is a key element of our business plan and we are looking to the assistance of IP Wales. I hope to increase sales in Europe and America."

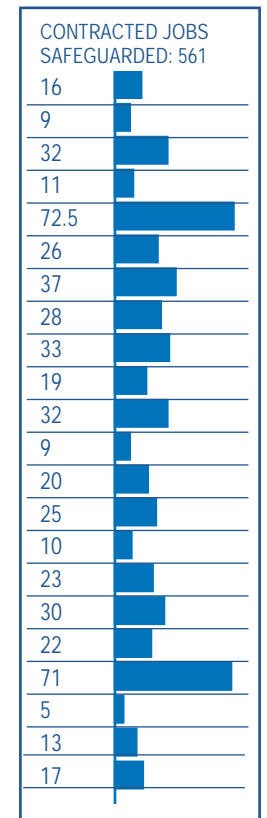
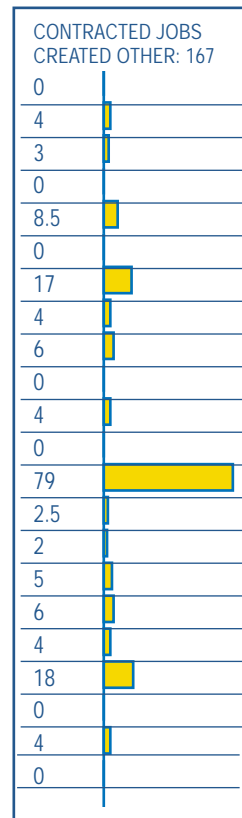
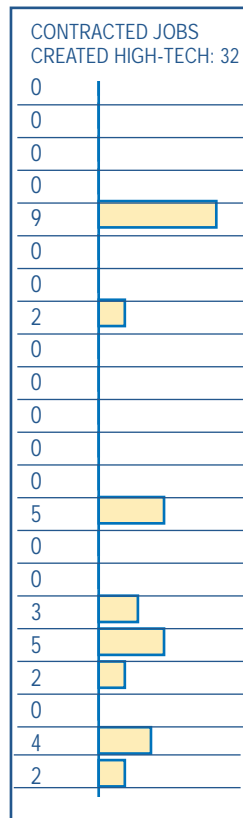
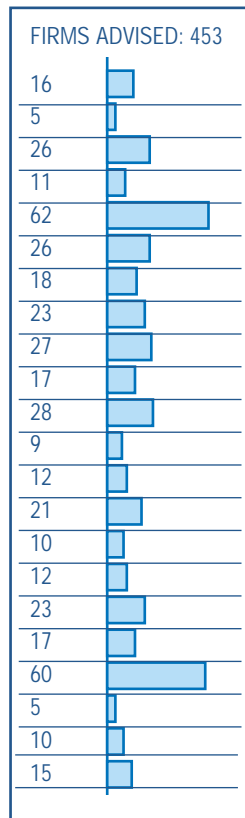
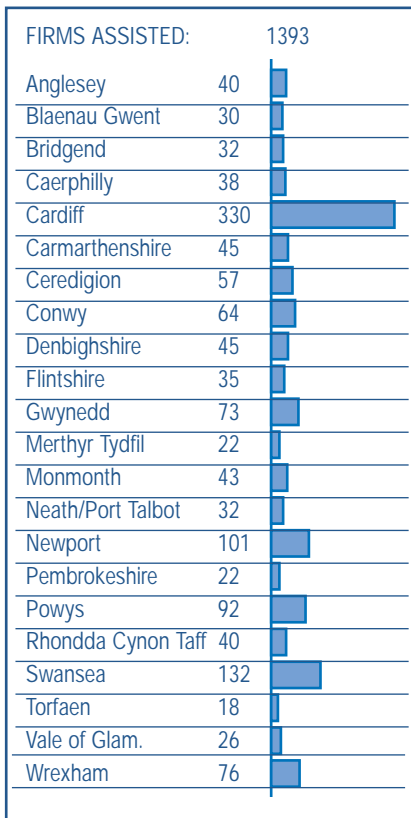


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Our Record of Service to Wales



IP Wales® is part funded by the European Union and the Welsh Development Agency.



# International jurisdictions in which Welsh SMEs hold IP assets as a result of IP Wales® grants;



Protecting your ideas

## Europe

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Denmark  
Finland  
France  
Germany  
Italy  
Netherlands  
Norway  
Poland  
Portugal  
Spain  
Sweden  
UK

## Asia

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China  
India  
Israel  
Japan  
Singapore

## Australasia

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Australia  
New Zealand

## Africa

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South Africa

## North America

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Belize  
Canada  
USA